

TESTIMONY OF NEXT HEALTH, LLC, IN SUPPORT OF HB 5380 AN ACT CONCERNING A STUDY OF  
COST SAVINGS FROM THE UTILIZATION OF MOBILITY SYSTEMS

AGING COMMITTEE

MARCH 3, 2016

My name is Raymond Curatolo, and I am the President of Next Health, LLC, located in Norwalk, CT. I am here testifying on behalf of Next Health in support of House Bill 5380; an act concerning the utilization of technology to reduce costs when providing state-funded assistance to immobile or semi-ambulatory persons. This technology will include mobility systems that transfer immobile or semi-ambulatory persons from bed to wheelchair or commode and back. We believe that this bill will be cost effective because it enhances a patient's mobility, reduces risk of injury to them and their caregivers and can be instrumental in preventing hospital re-admissions and allowing individuals to remain in their home. This solution will have a positive impact to all across the healthcare continuum- patient, caregiver, payor, and family.

By way of background, Next Health is the manufacturer and marketer of a patient transfer and repositioning solution, known as the AgileLife system. Our company, which is privately owned, was organized in January 2009 to develop and market the solution which is patented, FDA registered, and has been successfully used in private homes, community group homes, assisted living facilities, nursing homes, and hospitals. Within CT we are working with the Department of Social Services and the Money Follows the Person program as well as having discussions with Elizabeth Ritter, Commissioner of Connecticut Department on Aging.

With the use of the AgileLife system patients have:

- Improved their quality of life

- Restored independence and dignity
- Reduced the risk of pressure ulcers
- Reduced the risk of falls
- Reduced hospital re-admissions

Caregivers are able to give their patients a higher quality of care with a reduced risk of injury or disability, along with a reduction of worker's compensation claims. Families can keep their loved ones at home, often without the need of an additional caregiver. Over a 12 month period we have recorded:

- ✓ Over 10,000 client transfers
- ✓ Over 20,000 in-bed client repositions
- ✓ Over 5,000 client days in the device
- ✓ **Zero injuries** to clients and caregivers recorded

There is a significant market need for this type of patient transfer and mobility system, as there are currently 8.4 million individuals requiring assistance with activities of daily living including transfer assistance, and 10,000 baby boomers turning 65 every day. Throughout our experience in both the home and institutional settings, we have seen the toll of patient immobilization and the strain it places on families and caregivers, leading to long-term effects that evolve into additional costs, and at a rapid rate. The unfortunate reality is that we receive a large number of inquiries from individuals that would significantly benefit from the use an AgileLife type-system, however; without the financial means they are faced to revert back to

portable sling lifts, hence the need for a second caregiver as well as a higher risk of injury for individuals and caregivers and therefore additional costs.

In closing, House Bill 05380 would:

- Enable individuals to use the AgileLife-type system that will enhance mobility and reduce the risk of developing medical complications leading to re-admissions and additional medical costs
- Eliminate secondary transfers to a toilet/commode since the wheelchair converts to a commode
- Enable individuals to remain in their home rather than a costly inpatient facility
- Enable an individual to return to their home from an inpatient facility in a safe manner

Although the bill will provide state-funded assistance to these individuals, all these factors ultimately result in cost savings.

Thank you for the opportunity to speak with you and your support.